



# Merit Medical Systems, Inc.

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**2004 Work-Based Learning Summer Conference**

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# Merit Medical Systems, Inc.

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- Founded in 1987
- World Wide Distribution
- Manufacturing Facilities:
  - South Jordan and Murray, Utah
  - Angleton, Texas
  - Galway, Ireland
  - Santa Clara, California
- Over 1,200 Employees

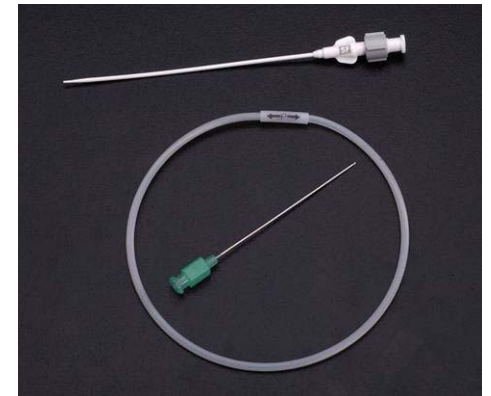
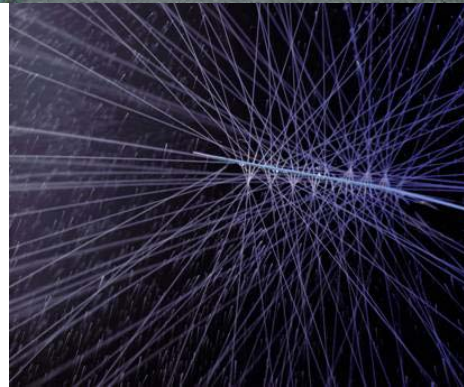
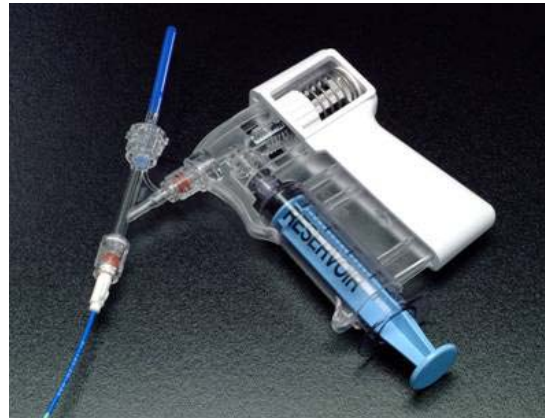


# Merit Medical Systems, Inc.

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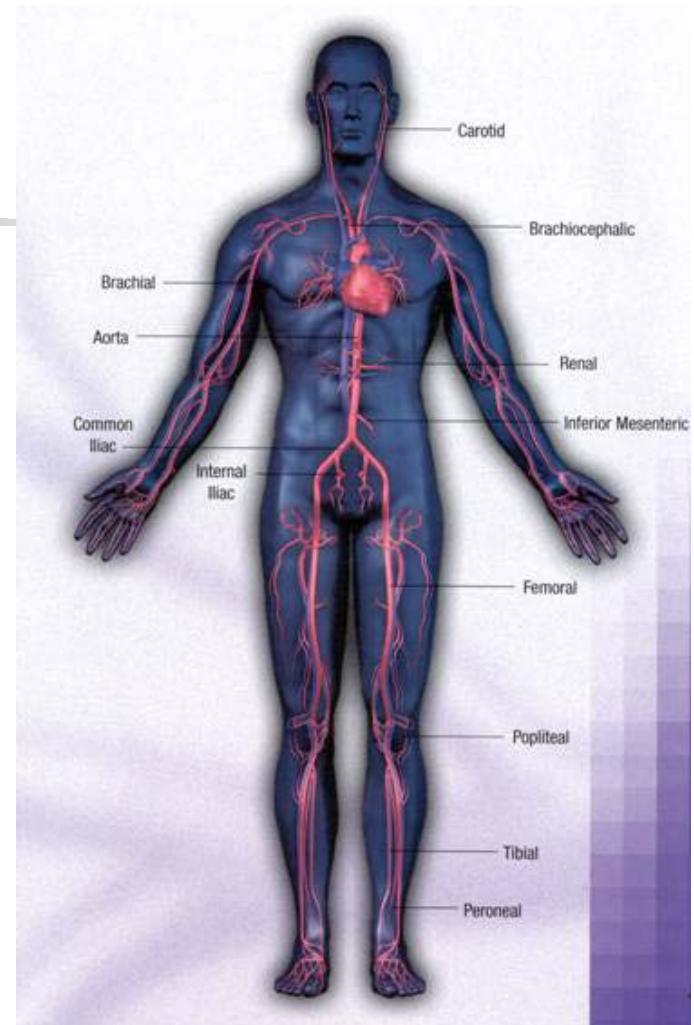
- \$136 Million in revenues (2003)
- 17% growth in revenues (2002 to 2003)
- Projected \$155 Million in revenues (2004)
- Building expansions in Utah & Ireland

# What does Merit do?



# Vascular System

- 60,000 miles of arteries and veins
- Problems can be anywhere:
  - Heart
  - Lungs
  - Legs
  - Brain
  - Etc



# Where are Merit Products used?

- ❖ Cardiology
- ❖ Radiology
- ❖ Emergency Room
- ❖ Operating Room
- ❖ Doctors Offices
- ❖ Clinics
- ❖ ???

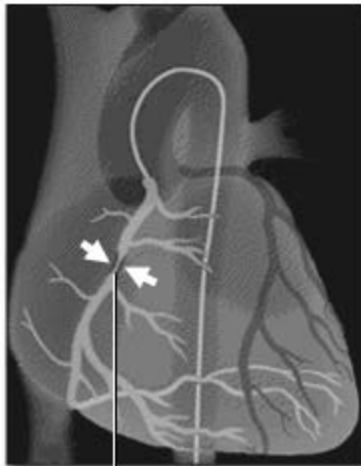


# PTCA

Dye is injected into the coronary arteries



Coronary artery  
blockage site

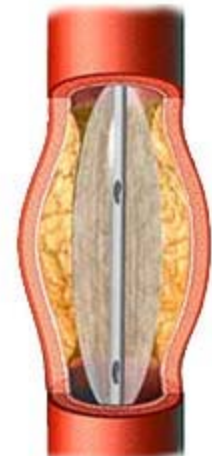


X-ray image

ADAM.



A balloon-  
tipped tube  
is inserted in  
coronary artery

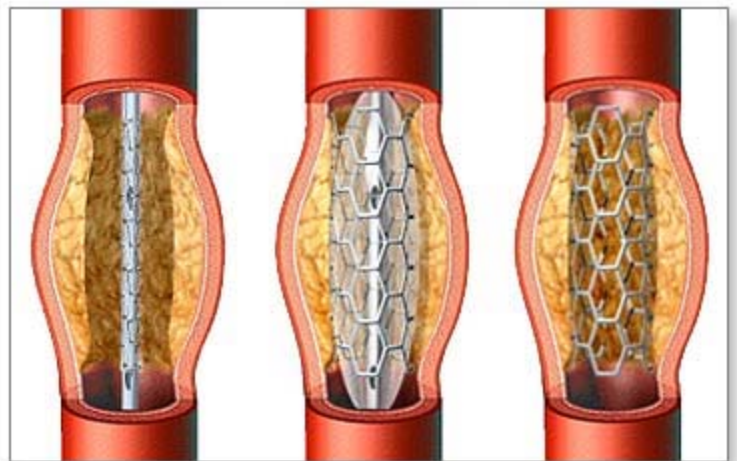


Balloon is expanded  
several times

ADAM.



# Stents



Stent  
insertion

Stent  
expansion

Stent remains in  
coronary artery

ADAM.

FDA approved 1994

## Drug Eluting Stents

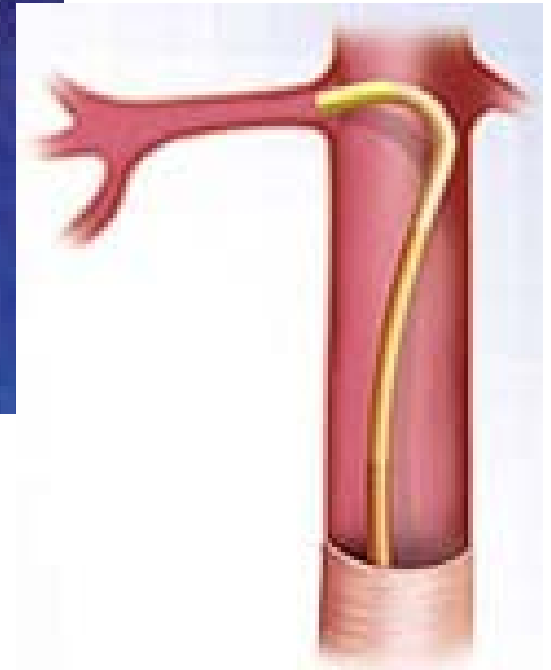
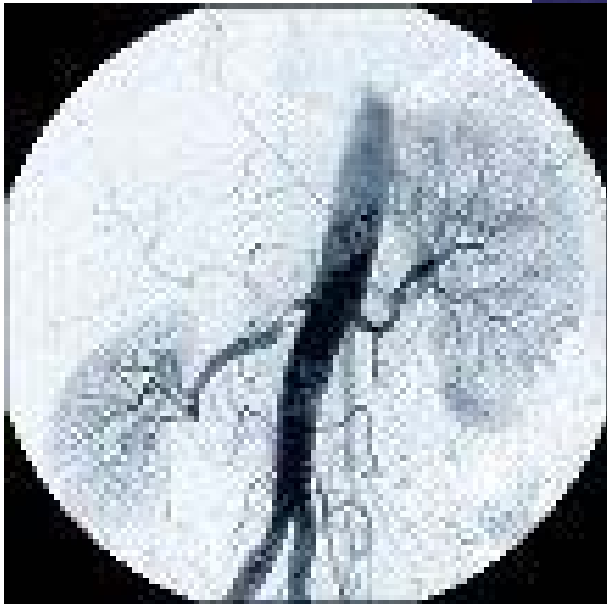


FDA approved in 2003

**MERITMEDICAL®**



# Radiology - PTA, etc.





# Product Manager - Marketing

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- Support
  - Sales Reps
  - Customers
  - In House Personnel
- New Products
  - Design & Development Team
  - Market Evaluations
  - Launch



# Product Manager - Marketing

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- Training and Education
  - Sales Reps
- Travel
  - Sales Rep Support
  - Customer Support
- Long Term Planning & Strategy



# What Does It Take?

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- **Education**

- School
- Experience
- Salary

- **Communication Skills**

- Verbal
- Written



# What Does It Take?

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- **Attitude**
- **Teamwork**
- **Flexibility**



# What Leads You to the Medical Device Industry?

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- Medical Technology (Clinical Laboratory Scientist)
- Biomedical Engineering
- Biomaterials
- Biology
- Nursing
- Technologists (Radiology, Cardiology, etc.)
- Business Administration
- Computer Science (Software & Hardware)
- Customer Relations

continued →



# What Leads You to the Medical Device Industry?

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- Mechanical Engineering
- Electrical Engineering
- Regulatory Affairs
- Purchasing
- Manufacturing Engineering
- Quality Engineer
- Packaging Engineer
- Marketing
- Law
- And so on .....



# What Happens Once You Get There?



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- Production & Assembly Work
- Technical Support Teams
- Manufacturing
- Purchasing
- Packaging
- Regulatory
- Quality Assurance
- Research & Development

continued➔

# What Happens Once You Get There?



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- Marketing
- Sales
- Customer Service - Domestic & International
- MIS
- Shipping & Receiving
- Inventory Management
- Legal - Patents, Trademarks, etc.
- New Business Development
- And More!!



# Questions and Comments

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